



Serving the real estate investment profession  
in Southwest Florida since 1981



The Real Estate Investment Society (REIS) is an independent organization, dedicated to assisting members in the effective utilization of real estate through networking, education, public service, and a common voice on pertinent issues.

Membership in the Real Estate Investment Society is open to:

- ◆ Registered Principals and Representatives
- ◆ Real Estate Brokers and Property Managers
- ◆ Developers and Builders
- ◆ Bankers and Lenders
- ◆ Attorneys
- ◆ Land Planners and Development Consultants
- ◆ Environmental Consultants
- ◆ Investors and Property Owners
- ◆ Business Consultants in Real Estate Investment
- ◆ Architects and Engineers
- ◆ Appraisers and Title Insurance Agents
- ◆ Financial Planners and Accountants
- ◆ . . and affiliated professions

Membership is limited to 250 individuals.



## LUNCHEON MEETINGS

The Real Estate Investment Society (REIS) conducts monthly luncheon meetings for its members and their guests. The luncheons feature speakers on topics concerning various aspects of economic growth and development, as well as current issues affecting the real estate investment community. The luncheons provide a forum for discussion of issues and valuable networking opportunities.

## REAL ESTATE SYMPOSIUM

The Real Estate Investment Society's annual educational event is presented in partnership with Lutgert College of Business at Florida Gulf Coast University and features presentations, case studies, and panel discussions on development strategies and economic factors.

The programs deliver useful information on proper procedures and techniques for land acquisition, entitlement and development processes, investment strategies, financing and marketing. Nationally-known speakers are joined by local developers, consultants, lenders, and government officials to present national trends with local perspective.

## RECOGNITION & COLLABORATION

REIS members' contact information and web site links are published in the Membership Directory on the REIS web site. Government agencies, elected officials and the press are encouraged to refer to the Directory and rely on the REIS membership as a source of expertise on real estate issues.

REIS co-sponsors the annual Southwest Florida Water Resources Conference and periodically partners with other professional organizations in the real estate investment and development business to present seminars, social networking events, legislative reviews, and business expositions.

The lively REIS annual social event and the bi-annual Reception for Lee County Commissioners provide marvelous opportunities for members and their guests to become better acquainted on a personal basis.

## REPRESENTATION

REIS represents the real estate investment community to the media and government in Southwest Florida. The organization monitors legislative issues and informs its members on legislation and regulations that affect the business and real estate community. REIS is also an active member of the Horizon Council.

## INFORMATION

Members receive e-mail bulletins and the *REIS Report*, a monthly online newsletter which reports on industry trends and techniques, legislative issues, and news of the local commercial and investment real estate market. Members also receive special e-mail bulletins alerting them to regulatory issues and meetings of concern to the industry.

## SCHOLARSHIP

REIS has established the scholarship program to encourage and support students interested in commercial real estate and related professions. A permanent scholarship fund with Florida Gulf Coast University was established in 1999 with a \$10,000 endowment. In 2011 the fund was increased and renamed the Paul Sands Memorial - REIS Scholarship Program.

In 2006, REIS also established the REIS Scholarship Foundation, a not-for-profit, registered 501(c)3 corporation that provides an opportunity for REIS members and the business community to make charitable donations for college scholarships. REIS provides management of the Foundation, allowing 100% of donations to be awarded as scholarships.

## COMMUNITY SERVICE

REIS provides financial support for the Horizon Foundation's annual Industry Appreciation Event. Contributions are also made to deserving community organizations related to the local real estate industry. REIS has made significant contributions to Builders Care and to the Special Equestrians, a therapeutic riding facility serving Southwest Florida.



## A LEGACY OF SERVICE

In 1981, leading members of Southwest Florida's commercial and investment real estate community banded together to establish a local organization that would provide practical education, promote ethical standards, and represent the interests of the profession within the local business community. They formed Florida's first regional chapter of the Real Estate Securities and Syndication Institute (RESSI).

In 1990, the organization sought to concentrate its energies and resources entirely on initiatives and educational programs that addressed local market conditions and investment strategies. To achieve those goals, the Real Estate Investment Society was formed as an independent organization, dedicated to serving the real estate investment profession in Southwest Florida.

### PAST PRESIDENTS

Bev Larson, CCIM	2018	Neale Montgomery	2001
Karen Miller	2017	Charles J. Basinait	2000
Amanda L. Brock, Esq.	2016	W. Michael Maxwell, MAI	1999
Matt Simmons	2015	Ronald E. Inge	1998
Sean Ellis, Esq.	2014	R.O. "Dick" Richards III	1997
Steve Hurley	2013	Robbie B. Roepstorff	1995 - 1996
Kim Donnelly	2012	Frank D'Alessandro	1993 - 1995
Kevin M. Fitzgerald	2011	Randal L. Mercer, CAM	1991 - 1993
Hal Tate	2010	Stanley A. Stouder, CCIM	1990 - 1991
Sharon Jenkins-Owen, AICP	2009	Russell T. Gorgone, CCIM	1989 - 1990
Steven C. Hartsell, Esq.	2008	Warren T. Barry, CCIM	1988 - 1989
Gerald A. Hendry, MAI, CCIM	2007	Robert S. Barber, CCIM	1987 - 1988
Stanley A. Stouder, CCIM	2006	J. Clifford Wiersma, CCIM	1986 - 1987
Frank Mullins	2005	John R. Asp	1985 - 1986
Russell Schropp	2004	Robert B. White, CCIM	1984 - 1985
Larry Johnson	2003	Mitch Williams	1983 - 1984
Tracy L. Hayden	2002	John E. States	1982 - 1983



## 2019 OFFICERS & BOARD OF GOVERNORS



*Seated, from left:* President Alexis Crespo, Vice President Mary Gentile, Treasurer Bill Morris, and Secretary Kent Poli.

*Standing, from left:* Governors Travis Merrick, Gordon Glover, Lori Moore, Jason Brewer, Austin Turner, Justin Thibaut, and Immediate Past President Bev Larson. Tim Hancock is not pictured.

**PRESIDENT**

**Alexis Crespo, AICP**  
Waldrop Engineering, PA  
239.405.7777

**VICE PRESIDENT**

**Mary Gentile, CRX, CSM**  
LandOwest Property  
Management, LLC  
239.2754922 ext 235

**TREASURER**

**Bill Morris, P.E.**  
Morris-Depew Associates  
239.337.3993

**SECRETARY**

**Kent Poli**  
Busey Bank  
239.689.7174

---

### BOARD OF GOVERNORS

---

**Jason Brewer**  
BB&T Bank  
239.690.4869

**Tim Hancock, AICP**  
Stantec  
239.649.4040

**Lori Moore**  
Roetzel & Andress  
239.338.4248

**Austin Turner**  
Henderson Franklin  
239.344.1178

**Gordon Glover**  
Suffolk  
239.292.3472

**Travis Merrick**  
GFA International  
239.489.2443

**Justin Thibaut**  
Land Solutions  
239.565.3456

**Bev Larson, CCIM**  
Lahaina Realty  
239.281.1290

---

### ADMINISTRATION

---

**EXECUTIVE DIRECTOR**  
Bill Burdette  
239.936.1404

**EVENT REGISTRATION**  
Ann Lefever  
239.334.4212



[www.reis-swfl.org](http://www.reis-swfl.org)